Consolidated

Cigar

CONSOLIDATED FOODS CORPORATION

and subsidiaries

Extent of Union Organization

May, 1957

Research Department
International Brotherhood of Teamsters
Washington, D. C.

Consolidated Foods Corporation

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INTRODUCTION

Consolidated Foods Corporation represents a diversified group of companies in the food industry -- growing, processing, wholesaling, and recently, retailing. Together, these activities constitute a nation-wide integrated food operation, much of which is within the jurisdiction of the International Brotherhood of Teamsters.

This report includes:

1) A brief summary of the Company's structure and organization.

2) A listing of plants and subsidiaries, by name of Company Division, and brand names.

3) A brief financial statement.

4) A listing of unionized and unorganized plants and establishments, including the name and number of the union involved.

CONSOLIDATED FOODS CORP.

COMPANY ORGANIZATION AND STRUCTURE

The Consolidated Foods Corporation is a leading food processor, packer, and distributor. The company and its subsidiaries process, can, and package hundreds of different food products, including canned fruits and vegetables, diet foods, pickles, preserves, jellies, coffee, sugar, dried fruit, nuts, rice, frozen foods (including fruits, vegetables, meat pies, and dinners), dried food seasonings, condiments, spices, and specialty items such as extracts, dressings, and sauces.

Consolidated Foods operates 46 canning and processing plants and 30 distributing centers throughout the country. In recent years, it has expanded considerably by purchase and merger.

Principal brand names under which products are sold include Baby Stuart, Black & White, Brown Beauty, Drew, Ensign, Gentry, Gibbs, Home, Jack Sprat, Kenny, Lee, Mayflower, Monarch, Richelieu, Royal Blue, Signet, Sugaripe, Summer Girl, Union Sugar, Yacht Club, Ocoma, Frigid Dough, Tic Toc, Phillips and Sara Lee.

SUBSIDIARIES:

- Consolidated Food Processors, Inc.
- United States Products Corp., Ltd.
  - Low Temperature Corp., Ltd.
- Rosenberg Bros. & Co., Inc.
  - Rosenberg Bros. & Co., Ore.
  - Not-A-Seed Sales Co.
  - American Seedless Raisin Co.
  - Rosenberg Dryer & Warehouse Co.
  - R. Fair Inc.
  - Herman C. Fisher Co.
  - Atlas Mercantile Co.
  - Arnold-Hoover, Inc.
  - Northern California Warehouse Co.
- Royal Blue Stores, Inc.
- Griggs, Cooper Distributing Co.
- Gibbs & Co., Inc.
  - Gibbs Foods, Inc.
- E. A. Aaron & Bros., Inc.
  - Farmfrozen Marketers, Inc.
  - Mid-States Frozen Food Marketers, Inc.
- Ocoma Foods Co.
  - American Frigid Dough, Inc.
- Piggly Wiggly Midwest Co., Inc.
  - Piggly Wiggly Madison Co.
  - Marshall Piggly Wiggly Corp.
- Marketing Acceptance Corp.

RECENT ACQUISITIONS

In June 1956, Consolidated acquired Kitchens of Sara Lee, Inc., a producer of frozen bakery products operating plants in Chicago and River Grove, Illinois. Sara Lee's sales in 1956 were approximately $10,000,000.

In November 1956, Consolidated acquired Klein Super Markets, Inc., which operates 25 supermarkets in St. Paul and Minneapolis. This company's sales are approximately $27,000,000 annually.

At about the same time, Consolidated purchased Morey Mercantile Co., a Denver wholesale distributor and processor. Morey uses the brand name "Solitaire".

Also, in November, 1956, Consolidated Foods' California subsidiary, Rosenberg Bros. & Co., Inc., sold its rice processing operations at Biggs, Cement City and Colusa, California, to the Rice Growers Association of California for $4,250,000. This sale does not affect Rosenberg's dried fruit and nut operations.

Finally, in November, 1956, Consolidated acquired Columbia Canning Co. of Cambria, Wisconsin. This company's sales in the year ending April, 1956, were $1,195,181.

Consolidated's most recent acquisition came in April, 1957, when it purchased Phillips Packing Co., Inc., a canner and packer of soups, meat products, and vegetables; freezer of a variety of foods; and manufacturer of cans. Phillips' main plant is located in Cambridge, Maryland. It operates a total of six plants in Maryland and three in Delaware.

CANNING AND PROCESSING OPERATIONS

The Company has more than 50 canning, packing, and other processing operations which are grouped, administratively, into the following divisions and subsidiaries:

Consolidated Food Processors, Inc. - This Company operates 15 plants in nine states, located at: River Grove and West Chicago, Ill.; Ellsworth, Mich.; Chippewa Falls and Cambria, Wis.; Baltimore, Md.; Salem, Ore.; Grundy Center, Iowa, and Los Angeles, Calif.; and its Marshall Canning Division of Hampton, Waverly, Pella, Ackley and Roland, Iowa; and Sugar Land, Texas.

Gentry Division of Los Angeles; Oxnard and Gilroy, Calif. It processes dried food seasonings, including Chili pepper, onion and garlic products. Products are sold to food packers and processors, institutions, and in bulk for repackaging under private names.

Brands: Denydro, Gentry, Granulated, Santay, Serenade.

Gibbs & Co., Inc., Baltimore and Lancaster, Pa. It processes and cans a varied line of vegetables sold along the Atlantic seaboard and exported under the Gibbs name.

Brands: Bull Head, Biggs, Gold Seal, Monkey, Oval, Ruth, Webster's Best.

Rosenberg Bros. & Co., Inc., San Francisco, and subsidiaries process dried fruits, raisins, dried beans, and tree nuts. Plants are in Santa Clara, Chico, San Francisco, Fresno, Orange, Santa Ana, and Modesto, Cal.; and Portland, Dallas, and Riddle, Oregon.

Brands: Ambersweet, Apex, Atica, Aztec, Basket Beauty, Carmen, Cascade, Clarence, Clinch, Crescent, Diana, Dragon, Duchess, Eagle, Empress, Encore, Ensign, Eureka, Factry Fresh, Famly Pak, Fancho, Favorite, First, Flavo-Fresh, Fresh Pak, Fruit Cake, Golden Star, Guardian, Household, Iris, Jobbers Special, Jubilee, Lily, Magnolia, Morning Star, Northland, Notawun, Orchid, Princess, Purity, Pyramid, Red Ribbon, Red Star, Royal, Sanito, Sapphire, Sugaripe, Sultan, Sunburst, Thrift, Top Notch, Trio, Tru-ripe, Valley, Visipak.

Union Sugar Division (San Francisco) processes, refines, and packs beet sugar. In 1955, began production of liquid sugar at its Betteravia, Cal., plant. Also produces beet pulp and beet molasses.

Brand: Union

United States Products Corp., Ltd., San Jose, Cal., and subsidiary, Low-Temperatures Corp., can fruits and vegetables in facilities in San Jose and Santa Clara, Cal., and operate a cold storage plant.

Brands: Drew, Signet, Taste Seal, Three Star.

Ocoma Foods Co., Omaha, Nebraska, processes prepared frozen foods, frozen poultry, butter and eggs. It operates 8 poultry, egg and butter processing plants in 3 states. Known plants are at: Omaha, Norfolk, Central City and Ravenna, Neb., and Berryville, Ark. The company also operates a cold storage warehouse in Omaha, Nebraska, and a feed mill in Elkhorn, Nebraska. Ocoma's division, American Frigid Dough, Inc., producer of frozen fruit and meat pies has a plant in Chicago, Ill.

Kitchens of Sara Lee, Inc., maker of frozen baked goods, has continued to operate in a leased plant in Chicago, Ill., and expanded to use a portion of Consolidated's plant in River Grove, Ill.

Columbia Canning Co., cans peas, sweet corn and lima beans, under private label, producing about 500,000 cases annually. Its plant is located at Cambria, Wis.

Phillips Packing Co., operates a total of 9 plants - 6 in Maryland and 3 in Delaware. The main plant is located at Cambridge, Md. Other known plants are located at: Church Creek, Denton, Newbridge and Vienna, Md., and at Laurel and Newark, Del.

DISTRIBUTING OPERATIONS

Consolidated Foods has 57 known distributing centers and wholesaling operations, listed below:

E. A. Aaron & Bros., Inc., sells produce to institutional users in the Chicago area, and markets frozen foods to retail chains and independent stores throughout the Midwest.

Dannemiller Grocery Division, Canton, Ohio, conducts a general wholesale business in Ohio, with distribution facilities in Canton and Cleveland.

Griggs Cooper Division, St. Paul, Minn., operates a wholesale liquor department, with branch in Duluth.

Brands: Home, Primrose, U Like 'M.

International Division, San Francisco, sells products overseas.

Lee Foods Division, Kansas City, Kan., sells grocery products through retail stores, institutions, and voluntary chains.

Monarch Finer Foods Division, River Grove, Ill., sells canned and packaged foods, with facilities in Somerville, Mass.; Cumberland and Baltimore, Md.; Richmond and Roanoke, Va.; Winston-Salem, N.C.; Jacksonville, Fla.; Houston, Tex.; Columbus, O.; Minneapolis, Minn.; Los Angeles and San Francisco, Calif.

Morey Mercantile Co., wholesale distributor of groceries and related items in Denver and other Colorado communities, and in Santa Fe and Albuquerque, N. Mex. It owns offices, manufacturing and distribution center in Denver; a warehouse at Albuquerque; 9 small cash and carry wholesale distributing locations on leased premises - 3 in Denver, and one each in Boulder, Fort Collins, Greeley, Pueblo, and Trinidad, Colo., and at Santa Fe, N. Mex.

Sprague Warner Division, River Grove, Ill., conducts a general wholesale grocery business principally under names Richelieu, None-Such, and Blossom; products are distributed in all 48 states.

Branches: Dayton, Ohio; Chattanooga, Tenn.

Western Grocer Division, Marshalltown, Iowa, distributes products also from Albert Lea and Faribault, Minn.; Cedar Rapids, Davenport, Des Moines, Dubuque, and Mason City, Iowa; and Manhattan, Kan.

Brand: Mayflower

Royal Blue Stores, a voluntary chain sponsored by the Company's distributing division, includes 1,065 retail food stores in 11 states.

Storage stock of Monarch Finer Food Division is housed in Billings, Great Falls, and Butte, Mont.; Pueblo and Denver, Colo.; Charleston and Huntington, W. Va.; and of Consolidated Food Processors, Inc., in Memphis; Kansas City and St. Louis, Mo.; Cincinnati and River Grove, Ill.

RETAILING OPERATIONS

Piggly Wiggly Midwest Co., Inc., operates 19 retail supermarkets in Illinois; 11 in eastern Iowa, and 6 in southern Wisconsin. Stores are known to be operated in Kankakee, Rockford, Elgin, Rochelle and Aurora, Ill.

Klein Supermarkets, Inc., operates 25 supermarkets in St. Paul and Minneapolis, Minnesota.

OFFICERS AND DIRECTORS a/

OFFICERS: Nathan Cummings, Chairman; S. M. Kennedy, President; H. J. Everts, Vice President and Treasurer; S. H. Gifford, Vice Presidant and Secretary

Vice Presidents: A. J. Bischman; C. R. Boyle; E. S. Steinmetz; C. W. Lubin; A. H. Cummings; H. J. Cummings; Al Lerner; B. P. Kramlich; F. M. Drew; M. W. Griggs; O. H. Hayden; J. R. Keenan; W. J. Moore; O. R. Mueller; R. H. Perlitz; J. M. Sarther; Roland Tognazzini; R. A. Yocom

Assistant Treasurer: E. O. McAbrey, Jr.

Asst. Secretaries: H. O. Cartwright; R. E. Guggenhime; O. F. Zemke; A. A. Owen; L. J. Spatz

DIRECTORS: A. C. Allyn; A. J. Bischman; Gen. Mark W. Clark; B. P. Kramlich, Nathan Cummings, F. M. Drew; H. J. Everts; M. B. France; M. W. Griggs; S. M. Kennedy; M. L. Levinson; C. W. Lubin; H. C. Sheridan; R. B. Mayer; A. A. Owen; J. M. Sarther; Roland Tognazzini; H. E. Woodford.

a/ See the pages immediately following for the corporate affiliations of the officers and directors of this company

Officers:

*Nathan Cummings - Chrm.
City Stores Co. - Dir.
*S.M. Kennedy - Pres.
*H.J. Everts - V.P. & Treas.
S.H. Gifford - V.P. & Sec'y
*A.J. Biachman - V.P.
C.R. Boyle - V.P.
E.S. Steinmetz - V.P.
*C.W. Lubin - V.P.
A.H. Cummings - V.P.
H.J. Cummings - V.P.
Al Lerner - V.P.
*B.P. Kramlich - V.P.
*F.M. Drew - V.P.
*M.W. Griggs - V.P.
Minnesota Mutual Life Insurance Co. - Trustee
First National Bank, St. Paul - Dir.
Charles T. Miller Hospital - Chrm.
Zinsmaster Baking Co. - Dir.
Minneapolis, St. Paul & S.S. Marie RR - Dir.
G.H. Hayden - V.P.
J.R. Keenan - V.P.
W.J. Moore - V.P.
G.R. Mueller - V.P.
R.H. Perlitz - V.P.
*J.M. Sarther - V.P.
*Roland Tognazzini - V.P.
Union Sugar Co. - Pres. & Dir.
Bank of America - Dir.
Kern Mines, Inc. - Pres. & Dir.
R.A. Yocom - V.P.
E.G. McAbrey, Jr. - Ass't Treas.
H.G. Cartwright - Ass't Sec'y
L.P. Spatz - Ass't Sec'y
G.P. Zemke - Ass't Sec'y
*A.A. Owen - Ass't Sec'y
Hopkins, Sutter, Owen, Mulroy & Wentz - Partner
College Inn Food Products Corp. - Dir.
Quick-Set, Inc. - Dir.
R.E. Guggenhime - Ass't Sec'y
Hiller, Ehrman, White & McAuliffe - Partner
Booth Leasing Corp. - Dir.
F-K Land Co. - Sec'y & Dir.
Union Sugar Co. - Dir.

Directors:

*Officers who are Directors; other Directors below.

A.C. Allyn - Dir.
A.C. Allyn & Co. - Chrm.
North American Industries - Dir.
Southern Motor Coach Co. - Dir.
Virginia Transit Co. - V.P.
Transcontinental Trailways - Dir.
United Transit Co. - Dir.
Mississippi Valley Barge Co. - Dir.

Directors (contd.)

Gen. Mark W. Clark - Dir.
M.B. France - Dir.
Society for Savings in the City of Cleveland - Pres. & Dir.
Fran Oil Co. - Dir.
Jasper Oil Co. - Dir.
Stouffer Corp. - Dir.
National Can Corp. - Dir.
Mt. Union College - Trustee
University Hospital - Trustee
American Floor Surfacing Machine Co. - Dir.
Storer Broadcasting Co. - Dir.
Society National Bank of Cleveland - Pres.
M.L. Levinson - Dir.
Associated Products, Inc. - Pres. & Dir.
Rival Packing Co. - Pres. & Dir.
Tattoo Cosmetics, Ltd., London, England, - Pres. & Dir.
H.C. Sheridan - Dir.
R.B. Mayer - Dir.
H.E. Woodford - Dir.

EMPLOYEES: About 6,000 permanent and 12,000 at processing peak.

EXECUTIVE OFFICE: 135 S. La Salle St., Chicago 3, Illinois.

ANNUAL MEETING: 2nd Thursday in October.

INTERIM CONSOLIDATED INCOME ACCOUNT

	Year Ending June 30:		24 Weeks Ending:	
	1956	1955	12/15/56	12/17/55
Net Sales	$268,252,695	$224,786,676	$155,312,501	$113,120,855
Profits Before Taxes	5,940,699	3,799,787	3,787,519	2,535,804
Income Tax	2,822,745	1,915,885	2,044,075	1,200,298
Profits after Taxes	3,031,250	2,578,818	1,783,444	1,335,506
Earnings Per Common Share	$1.77	$1.69	$0.83	$0.80

EXTENT OF UNION ORGANIZATION a/

Table 1 shows the extent of union organization among the facilities of Consolidated Foods Corporation. Of the 104 known facilities operated by Consolidated or by one of its subsidiaries or divisions, 50 are organized. The organized plants or establishments include 19 engaged in canning or processing and 31 in distribution.

The company's distributing operations are organized to a much greater extent (31 of 51) than its canning or processing plants (19 out of 53). All of the 31 organized distribution operations are organized by Teamsters.

Teamsters locals have bargaining rights in 44 of the 50 organized operations. The Packinghouse Workers have 2 plants organized, and the following unions each have one plant organized - Meat Cutters, Brewery Workers, Grain Millers and an Independent Union.

a/ No comprehensive check could be made of the status of organization at each location because of the deadline placed upon completion of this report. Therefore, the above remarks and following data represent a compilation of only the material which was readily available in our office.

Table 1

Consolidated Foods Corp.

Number of Unionized Plants and Establishments, by Conference Area

Area Conference	Total Known Plants or Establishments			Plants or Establishments Engaged in- Canning or Processing			Distribution		
		No. Org. by-			No. Org. by-			No. Org. by-	
	Tot.	IBT	Other Unions	Tot.	IBT	Other Unions	Tot.	IBT	Other Unions
Central	47	23	4	20	1	4	27	22	-
Eastern	16	5	1	10	1	1	6	4	-
Southern	4	1	1	2	-	1	2	1	-
Western	37	15	-	21	11	-	16	4	-
TOTAL	104	44	6	53	13	6	51	31	-

Table 2

Consolidated Foods Corp.

Union Organization in Canning and Processing Operations, by Company Division and Teamster Conference Area

Company, Division and Location	Union
Consolidated Food Processors, Inc.	
Central Conference	
River Grove, Ill.	
W. Chicago, Ill.	
Grundy Center, Iowa	
Ellsworth, Mich.	Brewery #296
Cambria, Wis. (Columbia Canning Co.)	
Chippewa, Wis.	
Eastern Conference	
Baltimore, Md.	IBT #570

Company, Division and Location	Union
Consolidated Food Processors, Inc. (contd.)	
Western Conference	
Los Angeles, Calif.	
Salem, Ore.	IBT #670
Marshall Canning Division	
Central Conference	
Ackley, Iowa	
Hampton, Iowa	
Pella, Iowa	
Waverly, Iowa	
Roland, Iowa	
Southern Conference	
Sugar Land, Tex.	Packinghouse
Gentry Division	
Western Conference	
Gilroy, Calif.	IBT #890
Los Angeles, Calif.	
Oxnard, Calif.	IBT #890
Salinas, Calif.	IBT #890
Gibbs & Co., Inc.	
Eastern Conference	
Baltimore, Md.	Unorganized
Lancaster, Pa.	
United States Products Corp., Ltd.	
Western Conference	
San Jose, Calif.	IBT #679 (CP&C, Inc. contract)
Low Temperature Corp.	
Western Conference	
Santa Clara, Calif.	

Company, Division and Location	Union
Ocoma Foods Co.	
Central Conference	
Central City, Neb.	IBT #784
Elkhorn, Neb.	Grain Millers
Norfolk, Neb.	Meat Cutters#296
Omaha, Neb.	Packinghouse#120
Omaha, Neb. (Cold Storage Warehouse)	
Ravenna, Neb.	
Southern Conference	
Berryville, Ark.	
American Frigid-Dough, Inc.	
Central Conference	
Chicago, Ill.	
Rosenberg Bros. & Co., Inc.	
Western Conference	
Chico, Calif.*	IBT #137*
Chico, Calif. (Plant #1)	IBT #849
Fresno, Calif.	IBT #616
Modesto, Calif.	IBT #748
Orange, Calif.	
Santa Ana, Calif.	
Santa Clara, Calif.	IBT #679
San Francisco, Calif.	
Dallas, Ore.	
Portland, Ore.	IBT #809
Riddle, Ore.	
Kitchens of Sara Lee, Inc.	
Central Conference	
Chicago, Ill.	
River Grove, Ill.	
Union Sugar Division	
Western Conference	
Betteravia, Calif.	
San Francisco, Calif.	

Company, Division and Location	Union
Phillips Packing Co.	
Eastern Conference	
Laurel, Del.	
Newark, Del.	
Cambridge, Md.	Independent
Church Creek, Md.	
Denton, Md.	
Newbridge, Md.	
Vienna, Md.	

* Indications are that this is a rice mill.

Table 3

Consolidated Foods Corp.

Union Organization in Distributing Operations, by Company Division and Teamster Conference Area

Company, Division and Location	Union
E. A. Aaron & Bros., Inc.	
Central Conference	
Chicago, Ill.	IBT #772
Dannemiller Grocery Div.	
Central Conference	
Canton, Ohio	IBT #92
Cleveland, Ohio	
Griggs Cooper Division	
Central Conference	
St. Paul, Minn.	IBT #503 (Warehouse)
St. Paul, Minn.	IBT #120 (drivers)
Duluth, Minn.	IBT #346
Fargo, N. D.	Unorganized
International Division	
Western Conference	
San Francisco, Calif.	IBT #12

Company, Division and Location	Union
Lee Foods Division	
Central Conference	
Kansas City, Kan.	IBT #955
Monarch Finer Foods Division	
Central Conference	
River Grove, Ill.	
Richmond, Ind.	
Minneapolis, Minn.	IBT #544
Akron, Ohio	
Cleveland, Ohio	IBT #197
Columbus, Ohio	IBT #413
Dayton, Ohio	IBT #957
Eastern Conference	
Somerville, Mass. 1/	IBT #829
Baltimore, Md.	IBT #570
Cumberland, Md.	IBT #453
Roanoke, Va.	Unorganized
Winston-Salem, N. C.	Unorganized
Charleston, W. Va.	2/
Huntington, W. Va.	3/
Southern Conference	
Jacksonville, Fla.	Unorganized
Houston, Tex.	IBT #968
Western Conference	
Los Angeles, Calif.	IBT #598
San Francisco, Calif.	IBT #12
Denver, Colorado	
Pueblo, Colorado	
Billings, Montana	
Butte, Montana	
Great Falls, Montana	
Reid-Murdoch Division	
Central Conference	
Chicago, Ill.	IBT #738
Eastern Conference	
Boston, Mass.	IBT #829

Company, Division and Location	Union
Royal Blue Stores	
Central Conference	
Chicago, Ill.	IBT #738
Sprague-Warner Division	
Central Conference	
River Grove, Ill.	IBT #738
Western Grocer Division	
Central Conference	
Cedar Rapids, Iowa	IBT #238 4/
Davenport, Iowa	IBT #371
Des Moines, Iowa	IBT #394 4/
Dubuque, Iowa	IBT #421 4/
Marshalltown, Iowa (Print Shop)	IBT #790 4/
Mason City, Iowa	IBT #828 4/
Rock Island, Ill.	IBT #371
Manhattan, Kan.	
Albert Lea, Minn.	IBT #845
Faribault, Minn.	IBT #642
Morey Mercantile Company	
Western Conference	
Denver, Colo.	IBT #435
Boulder, Colo.	
Fort Collins, Colo.	
Greeley, Colo.	
Pueblo, Colo.	
Trinidad, Colo.	
Albuquerque, N. Mex.	
Santa Fe, N. Mex.	

1/ Warehoused in same location as Reid-Murdoch Division.
2/ Not warehoused in Charleston; carriers are organized by IBT #175.
3/ Warehoused & distributed by Point Express - Organized by IBT #505.
4/ Master Contract - Iowa Conference of Teamsters.

Table 4

Consolidated Foods Corp. Plants Organized by Teamster Locals, by Conference Area

Conference Area	Type of Operation: Processing	Type of Operation: Distribution
Central Conference		
Local #92, Canton, Ohio		X
Local #120, St. Paul, Minn. (drivers)		X
Local #197, Cleveland, Ohio		X
Local #238, Cedar Rapids, Iowa		X
Local #346, Duluth, Minn.		X
Local #371, Rock Island, Ill.		X
Local #371, Davenport, Iowa		X
Local #394, Des Moines, Iowa		X
Local #413, Columbus, Ohio		X
Local #421, Dubuque, Iowa		X
Local #503, St. Paul, Minn. (warehousemen)		X
Local #544, Minneapolis, Minn.		X
Local #642, Faribault, Minn.		X
Local #738, Chicago, Ill.		X
Local #738, River Grove, Ill.		X
Local #772, Chicago, Ill.		X
Local #784, Central City, Nebr.	X	
Local #790, Marshalltown, Iowa		X
Local #828, Mason City, Iowa		X
Local #845, Albert Lea, Minn.		X
Local #955, Kansas City, Mo.		X
Local #957, Dayton, Ohio		X
Eastern Conference		
Local #453, Cumberland, Md.		X
Local #570, Baltimore, Md.	X	
Local #570, Baltimore, Md.		X
Local #829, Boston, Mass.		X
Local #829, Sommerville, Mass.		X
Southern Conference		
Local #968, Houston, Tex.		X
Western Conference		
Local #12, San Francisco, Calif.		X
Local #137, Chico, Calif.	X	
Local #435, Denver, Colo.		X
Local #598, Los Angeles, Calif.		X
Local #616, Fresno, Calif.	X	
Local #670, Salem, Oreg.	X	

(continued on following page)

Table 4 (contd)

Conference Area	Type of Operation: Processing	Type of Operation: Distribution
Western Conference		
Local #679, San Jose, Calif.	X	
Local #679, Santa Clara, Calif.	X	
Local #748, Modesto, Calif.	X	
Local #609, Portland, Oreg.	X	
Local #849, Chico, Calif.	X	
Local #890, Gilroy, Calif.	X	
Local #890, Oxnard, Calif.	X	
Local #890, Salinas, Calif.	X	

Table 5

Consolidated Foods Corp. Plants Organized by Other Unions, By Teamster Conference Area

Conference Area	Type of Operation: Processing	Type of Operation: Distribution
Central Conference		
Brewery #296, Ellsworth, Mich.	X	
Grain Millers, Elkhorn, Nebr.	X	
Butcher Workmen #296, Norfolk, Nebr.	X	
Packinghouse #120, Omaha, Nebr.	X	
Eastern Conference		
Independent Union, Cambridge, Md.	X	
Southern Conference		
Packinghouse, Sugar Land, Tex.	X	

TRADE DIVISION

Warehouse - Consolidated Cigar Corporation

X

CONSOLIDATED CIGAR CORP.

Prepared by:

**National Warehouse Division
and Research Department
International Brotherhood
of Teamsters
25 Louisiana Avenue, N. W.
Washington 1, D. C.**

BACKGROUND INFORMATION:

Company makes medium and low-priced cigars. Its principal brands are Dutch Masters, El Producto, La Palina, Harvester and Lovera. Distribution is effected mainly through more than 570 wholesalers, 17 sales branches, and two sales subsidiaries. Direct sales also are made to chain stores and other large retail outlets.

Filler tobacco is purchased from Cuban, Puerto Rican and domestic sources, and binder tobacco from domestic sources. About 50% of the wrapper tobacco used is grown by Company on farms in Connecticut and Massachusetts.

In August, 1955, Company acquired a non-exclusive license under patents relating to the processing of tobacco into sheet form to be used as cigar binders. Facilities to manufacture binder sheet tobacco would be installed in the Glastonbury, Connecticut warehouse, to which a 115,000 sq. ft. addition was to be completed in the Fall of 1956 at an estimated cost of $1.100,000 (to be sold and leased back); machinery and equipment would cost $750,000.

Employees: About 6,000 excluding seasonal

PRINCIPAL SUBSIDIARIES:

C. H. P. Cigar Co., Inc. - Sales
Consolidated Cigar Sales Co., Inc. - Sales
S. Elkeles Cigar Box Co. - Makes boxes exclusively for parent.
Siberman-Kahn Corp. of Puerto Rico - Makes cigars in Puerto Rico.

September, 1956

NATIONAL WAREHOUSE DIVISION CONSOLIDATED CIGAR CORP.

FINANCIAL INFORMATION:

Company's consolidated balance sheet shows:

For years ended December 31:	1955	1954	1953
Net Sales	$61,772,357	$57,825,272	$54,575,446
Operating income	5,051,141	4,268,171	4,197,137
Total income	5,127,596	4,328,330	4,246,936
Depreciation	514,284	390,201	337,587
Income tax	1,300,000	1,540,000	1,865,000
Available fixed charges	3,313,312	2,398,129	2,044,349
Fixed charges	823,059	549,312	446,623
NET INCOME	2,175,003	1,848,817	1,592,080
Share earnings			
$5 Preferred	32.66	27.76	23.91
Common	5.04	4.35	4.78
Shares Outstanding			
$5 Preferred	66,600	66,600	66,600
Common	365,716	349,091	333,000

September, 1956

NATIONAL WAREHOUSE DIVISION CONSOLIDATED CIGAR CORP.

OFFICERS:

Marvin J. Siberman, Chairman

Samuel J. Silberman, President

Stanley S. Keyser, Executive Vice-President

Abraham H. Berman, Vice-President

Herman Ferber, Vice-President

Morris Hillison, Vice-President

Robert J. Kaufmann, Vice-President

J. Robert Baylis, Secretary-Treasurer

Samuel B. Lock, Assistant Vice-President

Roger L. Solomon, Assistant Vice-President

Walter J. Wolton, Asaistant Vice-President

Louis M. Colen, Assistant Secretary-Treasurer

Luther M. Hitchner, Controller

Jack H. Mogulescu, Asaistant to President

September, 1956

NATIONAL WAREHOUSE DIVISION CONSOLIDATED CIGAR CORP.

DIRECTORS:

J. R. Baylis	
Sol Bornstein	
D. Debevoise	- (Also President & Director of South Porto Rico Sugar Company, Director of Debevoise Company, and Trustee of American Savings Bank)
F. S. Dickinson, Jr.	
E. C. Gersten	- (Also Executive Vice-President & Director of Bankers Trust Company, Director of American Broadcasting-Paramount Theatres, Inc.)
W. B. Joyce	- (Also President of William B. Joyce & Company, and Director of Tennessee Corporation, Kerr Lake Mining Company, Western Electric Company, and Brown Company)
S. S. Keyser	- (Also Vice-President and Director of Silberman-Kahn Corporation, Director of Congress Cigar Company)
H. H. Maass	- (Also Counsel and Director of Pershing Square Building Corp., Murray Hill Operating Company, and Chairman of the Board of Trustees for the Advanced Study)
M. J. Silberman	
S. J. Silberman	- (Also Director of Public National Bank & Trust Company, Rutherford National Bank)
R. H. West	- (Also President & Director of Irving Trust Company, Member of Financial Committee & Director of West Virginia Pulp & Paper Company, also Director of Sterling Drug, Inc.)
A. J. Wood	

September, 1956

NATIONAL WAREHOUSE DIVISION CONSOLIDATED CIGAR CORP.

CONTRACT SUMMARY: Teamsters Local 676, Camden, New Jersey

Expiration Date:	December 31, 1957 (Reopening on 1-1-57)
Union Security:	Union Shop Checkoff Unarthorized Acitivity
Vacation Provisions:	1 week after 1 year 2 weeks after 5 years
Number of Holidays:	Seven
Premium Pay Provisions:	1½ rate after 8 hours per day 2 rate for Sunday Work 3 rate for Holiday Work
Paid Time Off:	4 hours report pay 2 hours funeral leave

PIECE RATES:

Cigarmaking:	
$.10-$.11 cigars	$1.869M
2/$.25 cigars	1.979M
Packing:	
1/20	1.402M
5 packs	.701M
Cellophaning & Banding:	.3672M
Stripping:	
Wrapper (stripped weight)	
Up to 14" and XL	.404 lb.
Over 14"	.332 lb.
Binders:	
Per Lot	.96/Lot

HOURLY RATES:

Hole-in-head Perforator	$1.095
Janitorial	1.145
Patchers and Peelers	1.095
Filler Shakers	1.18
Opening Wrapper	1.145
Hopper Fillers and Stock Men and Women	1.145
General Help	1.145
Binders Helpers	1.095
By-Producta	1.095
Filler Binners	1.245
Wrapper Casers	1.295
Binder Casers and Sprayers	1.295
Oilera	1.295

September, 1956

CONSOLIDATED CIGAR CORP.

Location	Type of Operation	No. of Employees	Status of Organization	IBT Local Union & J. C. Jurisdiction
Richmond, Va.	Manufacturing	App. 500 App. 35 App. 15	Cigar Makers #163 IAM #10 Firemen & Oilers #432	L. 332, JC 83
Camden, N. J.	Manufacturing	700	IBT #676	
W. Pittston, Pa.	Manufacturing	1,098	Needle Workers Union, Ind.	L. 401, JC 53
Wilkes-Barre, Pa.	Manufacturing	656	Unorganized	L. 401, JC 53
Pittston, Pa.	Manufacturing	140	Unorganized	L. 401, JC 53
Exeter, Pa.	Warehouse(2)		Unorganized	L. 401, JC 53
Quakertown, Pa.	Box Manufacturing	100	Unorganized	L. 773, JC 53
Lancaster, Pa.	Manufacturing & 5 Warehouses	12-15	IAM, York, Pa. Brewery Workers, Reading, Pa.	L. 771, JC 53
Hartford, Conn.	Warehouse a/	200	Unorganized	L. 559, JC 64
North Hatfield, Mass.	Warehouse b/	25	Unorganized	L. 404, JC 10
Philadelphia, Pa.	Manufacturing	800-900	Unorganized	L. 169, JC 53

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a/ Apparently warehouses located at: Glastonburg, Portland, Rockville, Windsor, South Windsor, and Suffield, Connecticut are all unorganized.

b/ Seasonal work in Warehouse, 100 casuals employed during season.

12/10/56